

Message Text

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DRAFTED BY EA/TB:JAKLEMSTINE:MGH

APPROVED BY EA/TB:GBROBERTS

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FM SECSTATE WASHDC

TO AMEMBASSY RANGOON

UNCLAS STATE 059593

E.O. 11652: N/A

TAGS: BTIO, BM

SUBJECT: TENDER OFFER, FERTILIZER

REF: RANGOON 0474

1. DEPARTMENT HAS RECEIVED A COPY OF THE FOLLOWING CABLE
SENT BY INTERNATIONAL COMMODITIES EXPORT COMPANY TO
AGRICULTURAL CORPORATION OF BURMA:

QUOTE AS A MAJOR WORLDWIDE SUPPLIER OF FERTILIZER FOR
OVER TWO DECADES WE INTEND TO PARTICIPATE IN BURMA
TENDER FOR MOP AND TSP. HOWEVER TSP SPECIFICATIONS
CALL FOR WATER SOLUBLE PHOSPHATE AS P205 PERCENT BY
WEIGHT MINIMUM 45 PERCENT WHICH IS AT VARIANCE WITH
STANDARD WORLDWIDE SPECIFICATIONS. ALL TSP INCLUDING
THAT PURCHASED UNDER USAID ALL OVER THE WORLD ARE
MINIMUM 80 PERCENT OF AVAILABLE P205 AS WATER SOLUBLE.
WE ARE PREPARED TO OFFER COMPETITIVELY FROM NORTH
AMERICAN SOURCES WHICH AT PRESENT REPRESENT BEST POS-
SIBLE COMBINATION AVAILABILITY PRICE AND FREIGHT.
NORTH AMERICAN MANUFACTURES TSP MINIMUM 80 MAXIMUM
90 PERCENT WATER SOLUBLE BY WEIGHT. THEREFORE WE
RESPECTFULLY REQUEST TENDER SPECIFICATIONS BE
IMMEDIATELY AMENDED ACCORDING TO WORLDWIDE TRADE
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PRACTICE. KINDLY CABLE RESPONSE SOONEST. END QUOTE.

2. WHILE WE REALIZE THAT THERE MAY BE SOME REASON
PECULIAR TO LOCAL CLIMATE OR SOIL CONDITIONS THAT
BURMESE DESIRE STANDARDS FOR TRIPLE SUPERPHOSPHATE
DIFFERENT FROM WORLDWIDE STANDARDS, DEPARTMENT WOULD
APPRECIATE EMBASSY'S DISCUSSING PROBLEM WITH AGRICUL-
TURAL CORPORATION TO DETERMINE WHETHER GUB COULD CHANGE
ITS REQUIREMENTS TO MEET WORLDWIDE STANDARDS. COMPANY
ESTIMATES EXPORT POTENTIAL THIS SALE TO BE AROUND
\$3 MILLION. PLEASE RENDER ALL APPROPRIATE ASSIST-
ANCE AND ADVISE. KISSINGER

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